

Contract Incentive Detail - HVAC

Period : September 2023

EXHIBIT A



EMPLOYEE INFORMATION

Employee	: Daniel Novin	Job Code	: J07683
Employee ID	: 1644837	Plan	: SCPJ - SIP BSNA HVAC Smart Buildings Sales Reps
Branch/Dept	: N42 - 0000	Plan Effective Date	: 1/12/2012
Manager	: Patrick T McGuire	Manager ID	: 1260393
Pay Suspend	: No		

INCENTIVE SUMMARY

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
0N420331	08/01/2020	PSC	Transferred	\$308,770.00	\$42,984.61	87%	\$3,381.39	\$2,574.76	\$806.63
1-117841675179	07/01/2023	L&M	Closed	\$10,100.00	\$4,921.20	100%	\$414.62	\$414.61	\$0.01
1-118929013985	06/01/2022	PSA	Active	\$47,794.00	\$23,986.15	30%	\$3,463.00	\$2,597.25	\$865.75
1-122473846783	10/01/2022	PSA	Active	\$297,371.00	\$89,211.30	100%	\$1,784.23	\$1,784.23	\$0.00
1-123833630199	11/01/2022	L&M	Closed	\$4,574.00	\$1,539.74	100%	\$87.59	\$87.59	\$0.00
1N420152	03/01/2021	PSR	Active	\$35,000.00	\$13,492.30	100%	\$1,039.78	\$749.35	\$290.43
1N420156	03/01/2021	PSR	Transferred	\$261,926.00	\$125,464.63	20%	\$1,878.89	\$1,878.89	\$0.00
1N420172	03/01/2021	PSR	Active	\$187,261.00	\$79,016.82	80%	\$4,786.49	\$3,425.82	\$1,360.67
1N420194	04/01/2023	PSR	Transferred, (\$112,895.00	\$41,016.45	7%	\$4,004.84	\$3,358.83	\$646.01
1N420391	08/01/2021	PSR	Closed	\$291,649.00	\$49,095.37	62%	\$2,604.92	\$2,604.92	\$0.00
2N100184	03/01/2022	PSC	Active	\$1,651,753.00	\$202,403.62	4%	\$556.48	\$451.35	\$105.13
2N420029	10/01/2021	PSR	Transferred	\$32,950.00	\$11,257.23	100%	\$890.02	\$647.71	\$242.31
2N420030	10/01/2021	PSR	Transferred	\$62,237.00	\$17,297.49	100%	\$1,312.75	\$940.42	\$372.33
2N420031	10/01/2021	PSR	Transferred	\$62,234.00	\$14,695.26	100%	\$1,152.70	\$1,152.70	\$0.00
2N420032	10/01/2021	PSR	Active	\$213,200.00	\$81,020.86	100%	\$5,835.58	\$4,091.61	\$1,743.97
2N420037	10/01/2021	PSC	Transferred	\$170,359.00	\$51,231.83	100%	\$5,172.92	\$5,172.92	\$0.00
2N420050	11/01/2021	PSC	Closed	\$68,600.00	\$10,234.93	100%	\$1,403.85	\$1,403.85	\$0.00
2N420051	11/01/2021	PSR	Closed	\$21,781.00	\$10,904.50	85%	\$644.09	\$644.09	\$0.00
2N420057	11/01/2021	PSC	Transferred	\$105,600.00	\$0.00	100%	\$-1,154.94	\$-1,154.94	\$0.00
2N420060	08/01/2022	PSR	Closed	\$20,605.00	\$3,042.07	7%	\$15.44	\$15.44	\$0.00
2N420071	11/01/2021	PSR	Closed	\$91,600.00	\$32,574.17	89%	\$2,112.36	\$2,112.36	\$0.00
2N420170	02/01/2022	PSR	Transferred	\$19,110.00	\$4,928.23	100%	\$379.53	\$379.53	\$0.00
2N420186	02/01/2022	PSC	Active	\$163,475.00	\$47,415.19	85%	\$3,034.45	\$2,166.93	\$867.52
2N420187	02/01/2022	PSR	Active	\$197,450.00	\$63,590.06	90%	\$4,230.53	\$2,998.63	\$1,231.90
2N420188	02/01/2022	PSR	Active	\$4,550.00	\$1,823.96	100%	\$130.37	\$74.85	\$55.52
2N420215	03/01/2022	PSR	Transferred	\$55,500.00	\$8,759.80	100%	\$760.73	\$572.17	\$188.56

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Branch/Dept	: N42 - 0000	Plan Effective Date	: 1/12/2012
Manager	: Patrick T McGuire	Manager ID	: 1260393
Pay Suspend	: No		

INCENTIVE SUMMARY

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
2N420217	03/01/2022	PSR	Active	\$10,150.00	\$3,279.64	100%	\$242.30	\$171.70	\$70.60
2N420218	03/01/2022	PSR	Closed	\$36,950.00	\$14,036.00	85%	\$859.36	\$859.36	\$0.00
2N420230	03/01/2022	PSR	Transferred	\$155,276.00	\$46,781.96	15%	\$524.73	\$524.73	\$0.00
2N420248	04/01/2022	PSR	Transferred	\$290,480.00	\$101,811.92	85%	\$6,309.85	\$4,447.07	\$1,862.78
2N420250	04/01/2022	PSR	Closed	\$48,204.00	\$20,511.59	100%	\$1,454.28	\$1,454.28	\$0.00
2N420276	06/01/2022	PSR	Transferred	\$30,300.00	\$12,765.29	100%	\$1,028.94	\$1,028.94	\$0.00
2N420277	05/01/2022	PSR	Transferred	\$19,350.00	\$9,036.91	85%	\$538.19	\$538.19	\$0.00
2N420282	05/01/2022	PSR	Closed	\$26,200.00	\$11,010.13	100%	\$781.92	\$781.92	\$0.00
2N420294	06/01/2022	PSR	Transferred	\$53,900.00	\$22,813.66	100%	\$1,835.11	\$1,475.80	\$359.31
2N420303	07/01/2022	PSR	Active	\$115,698.00	\$40,100.43	100%	\$2,267.31	\$1,635.73	\$631.58
2N420304	06/01/2022	PSR	Transferred	\$56,350.00	\$22,689.08	100%	\$1,866.26	\$1,866.26	\$0.00
2N420308	06/01/2022	PSC	Closed	\$68,110.00	\$10,274.42	100%	\$734.79	\$734.79	\$0.00
2N420333	07/01/2022	PSC	Transferred	\$7,750.00	\$2,579.95	85%	\$197.50	\$162.95	\$34.55
2N420337	07/01/2022	PSC	Transferred	\$12,700.00	\$5,698.64	100%	\$446.94	\$446.94	\$0.00
2N420343	08/01/2022	PSR	Active	\$94,450.00	\$36,915.32	85%	\$2,616.25	\$2,122.05	\$494.20
2N420370	08/01/2022	PSC	Active	\$64,150.00	\$10,541.92	85%	\$1,221.14	\$992.63	\$228.51
2N420387	09/01/2022	PSC	Transferred	\$6,100.00	\$1,875.05	100%	\$175.88	\$175.88	\$0.00
2N910076	07/01/2022	PSR	Transferred	\$121,434.00	\$38,164.16	19%	\$422.55	\$422.55	\$0.00
2N910095	09/01/2022	PSC	Active	\$180,393.97	\$49,839.37	20%	\$584.27	\$429.55	\$154.72
3N420005	09/01/2022	PSC	Transferred, (\$8,025.00	\$3,280.29	87%	\$233.68	\$188.63	\$45.05
3N420006	09/01/2022	PSR	Transferred	\$99,750.00	\$46,421.37	85%	\$3,047.43	\$2,425.96	\$621.47
3N420021	11/01/2022	PSC	Transferred	\$10,515.00	\$59.73	100%	\$44.75	\$43.81	\$0.94
3N420022	10/01/2022	PSR	Active	\$296,543.00	\$75,938.69	100%	\$4,603.41	\$3,407.38	\$1,196.03
3N420027	10/01/2022	PSC	Active	\$104,350.00	\$36,137.01	100%	\$3,191.42	\$2,622.26	\$569.16
3N420028	11/01/2022	PSR	Active	\$95,500.00	\$34,008.44	100%	\$2,962.88	\$2,427.25	\$535.63
3N420029	12/01/2022	PSC	Active	\$5,450.00	\$1,023.69	100%	\$67.87	\$51.74	\$16.13
3N420034	11/01/2022	PSC	Transferred	\$3,450.00	\$1,119.98	100%	\$64.20	\$64.20	\$0.00
3N420035	04/01/2023	PSC	Active	\$24,861.10	\$4,042.53	100%	\$308.70	\$245.03	\$63.67
3N420036	11/01/2022	PSC	Active	\$47,866.00	\$7,229.50	100%	\$516.79	\$402.92	\$113.87

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Manager	: Patrick T McGuire	Manager ID	: 1260393
Pay Suspend	: No		

INCENTIVE SUMMAR

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
3N420038	11/01/2022	PSR	Transferred	\$16,250.00	\$9,011.09	100%	\$649.25	\$649.25	\$0.00
3N420039	11/01/2022	PSC	Active	\$210,000.00	\$73,777.14	100%	\$6,469.97	\$5,307.98	\$1,161.99
3N420056	11/01/2022	Prime	Transferred	\$33,350.00	\$14,964.77	100%	\$1,173.66	\$1,173.66	\$0.00
3N420057	11/01/2022	Prime	Transferred	\$4,720.00	\$1,926.55	100%	\$157.49	\$157.49	\$0.00
3N420058	12/01/2022	PSC	Transferred	\$1,840.00	\$1,194.68	100%	\$81.36	\$81.36	\$0.00
3N420072	12/01/2022	PSR	Active	\$130,650.00	\$49,080.93	100%	\$4,168.39	\$3,395.37	\$773.02
3N420077	01/01/2023	PSR	Active	\$32,850.00	\$7,823.47	100%	\$844.81	\$721.59	\$123.22
3N420099	02/01/2023	PSC	Transferred	\$9,850.00	\$3,481.68	100%	\$345.04	\$345.04	\$0.00
3N420100	02/01/2023	PSC	Active	\$12,350.00	\$4,464.96	100%	\$437.10	\$366.78	\$70.32
3N420101	02/01/2023	PSC	Active	\$187,500.00	\$73,455.92	90%	\$6,202.33	\$4,762.14	\$1,440.19
3N420102	01/01/2023	PSR	Transferred	\$15,750.00	\$5,713.71	100%	\$493.37	\$493.37	\$0.00
3N420103	02/01/2023	PSR	Active	\$36,188.51	\$14,525.40	95%	\$1,278.45	\$1,061.11	\$217.34
3N420104	02/01/2023	PSC	Active	\$51,030.00	\$20,236.05	87%	\$1,640.95	\$1,317.16	\$323.79
3N420110	01/01/2023	Prime	Active	\$95,208.22	\$17,787.44	15%	\$221.48	\$168.95	\$52.53
3N420117	01/01/2023	PSC	Active	\$15,250.00	\$5,489.26	100%	\$475.77	\$389.31	\$86.46
3N420118	01/01/2023	PSR	Active	\$26,652.00	\$7,334.81	100%	\$436.68	\$321.15	\$115.53
3N420123	01/01/2023	Prime	Active	\$438,932.00	\$105,684.56	5%	\$406.97	\$232.61	\$174.36
3N420131	02/01/2023	PSR	Transferred	\$6,250.00	\$1,682.28	100%	\$195.25	\$195.25	\$0.00
3N420132	02/01/2023	PSR	Active	\$49,550.00	\$24,700.41	100%	\$2,059.18	\$1,670.15	\$389.03
3N420141	02/01/2023	PSR	Active	\$3,450.00	\$1,495.84	100%	\$133.28	\$109.71	\$23.57
3N420145	02/01/2023	PSR	Active	\$62,575.00	\$18,370.16	85%	\$1,719.88	\$1,473.96	\$245.92
3N420166	04/01/2023	PSC	Active	\$3,450.00	\$1,409.60	100%	\$129.39	\$107.19	\$22.20
3N420167	03/01/2023	Prime	Active	\$360,360.00	\$144,864.79	5%	\$774.99	\$632.39	\$142.60
3N420175	03/01/2023	PSC	Active	\$252,352.00	\$36,423.17	50%	\$1,463.02	\$889.36	\$573.66
3N420176	03/01/2023	PSC	Active	\$30,491.20	\$6,632.24	100%	\$453.96	\$349.50	\$104.46
3N420178	04/01/2023	PSC	Transferred	\$5,450.00	\$1,992.57	100%	\$193.92	\$193.92	\$0.00
3N420197	04/01/2023	PSC	Active	\$85,650.00	\$31,262.62	75%	\$2,283.65	\$1,914.36	\$369.29
3N420202	04/01/2023	PSR	Active	\$11,700.00	\$2,954.59	100%	\$192.63	\$146.09	\$46.54

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Branch/Dept	: N42 - 0000	Plan Effective Date	: 1/12/2012
Manager	: Patrick T McGuire	Manager ID	: 1260393
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INCENTIVE SUMMA										
Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive	
3N420216	04/01/2023	PSC	Active	\$5,200.00	\$1,540.84	100%	\$168.79	\$120.25	\$48.54	
3N420218	04/01/2023	PSC	Active	\$9,250.00	\$2,770.71	100%	\$301.57	\$257.93	\$43.64	
3N420225	05/01/2023	Prime	Active	\$977,125.00	\$290,976.42	30%	\$6,778.98	\$4,640.57	\$2,138.41	
3N420232	05/01/2023	Prime	Active	\$69,850.00	\$19,898.19	100%	\$1,251.65	\$938.25	\$313.40	
3N420251	06/01/2023	PSC	Active	\$182,485.00	\$61,885.64	85%	\$5,333.64	\$3,676.65	\$1,656.99	
3N420252	06/01/2023	PSC	Active	\$241,250.00	\$82,260.20	85%	\$7,068.28	\$4,865.77	\$2,202.51	
3N420285	06/01/2023	PSR	Active	\$3,650.00	\$1,447.55	100%	\$134.93	\$89.33	\$45.60	
3N420286	06/01/2023	PSC	Active	\$1,570.00	\$239.36	100%	\$18.78	\$11.24	\$7.54	
3N420289	06/01/2023	Prime	Active	\$34,100.00	\$13,781.36	100%	\$1,272.32	\$838.21	\$434.11	
3N420290	06/01/2023	Prime	Active	\$6,500.00	\$2,422.82	100%	\$233.34	\$157.02	\$76.32	
3N420292	08/01/2023	PSR	Active	\$14,830.00	\$5,309.29	100%	\$522.53	\$355.29	\$167.24	
3N420293	06/01/2023	PSC	Active	\$489,687.00	\$189,074.17	100%	\$17,873.59	\$11,917.75	\$5,955.84	
3N420302	07/01/2023	PSC	Active	\$1,300.00	\$468.00	100%	\$45.92	\$31.18	\$14.74	
3N420305	08/01/2023	PSC	Active	\$48,520.00	\$14,342.25	100%	\$1,573.34	\$1,121.56	\$451.78	
3N420332	08/01/2023	PSC	Active	\$7,800.00	\$2,795.00	100%	\$274.95	\$186.91	\$88.04	
3N420333	08/01/2023	PSR	Active	\$12,500.00	\$4,085.51	100%	\$247.60	\$118.90	\$128.70	
3N420334	08/01/2023	PSR	Active	\$92,320.00	\$35,572.88	100%	\$3,366.39	\$2,245.84	\$1,120.55	
3N420337	08/01/2023	PSR	Active	\$28,290.00	\$5,494.00	100%	\$391.51	\$218.45	\$173.06	
3N420345	08/01/2023	Prime	Active	\$131,978.00	\$48,334.48	5%	\$270.54	\$185.30	\$85.24	
3N420346	08/01/2023	PSC	Active	\$225,000.00	\$35,848.21	100%	\$2,760.67	\$1,631.45	\$1,129.22	
3N550093	06/01/2023	PSC	Active	\$134,500.00	\$40,723.52	30%	\$1,321.44	\$936.61	\$384.83	
3N910007	10/01/2022	PSR	Transferred	\$30,056.07	\$12,171.79	20%	\$199.70	\$199.70	\$0.00	
3N910075	09/30/2023	PSR	Active	\$19,430.00	\$7,772.00	20%	\$144.27	\$95.31	\$48.96	
4N420003	09/30/2023	PSC	Active	\$177,773.30	\$51,553.39	100%	\$5,719.80	\$4,095.87	\$1,623.93	
Total							\$181,428.03	\$140,857.91	\$40,570.15	